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How Nestlé
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Author(s)-Fred
Sollish John

Semanik, Publisher-
Wiley india Pvt.

Ltd, ISBN-9788126
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Pages-240, Binding-
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Language-English,
Publish Year-2018,

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with benchmarking
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qualifying, and
employing
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maximum value to
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Discover profit-
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specific to your
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clear steps for
analyzing and
implementing a
strategic sourcing
plan. Other topics
covered include
investigating
sourcing
opportunities, co-
sourcing and
strategic alliances,
and reducing
supply risk.

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This informative, comprehensive, yet practical guide provides readers with a complete tool-kit of how to approach global sourcing successfully. Based on real world experiences on implementing and sustaining global sourcing the book

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Sourcing Best Practices provides readers with key guidance on: Foundations of Strategic Sourcing Management, risk, governance and legal considerations
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approach to
sourcing How to
build a strategic
top-down

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with an operational
roadmap How to
incorporate bottom-
up implementation
principles and
practices that work
How to ensure a
coordinated, cost-
effective and value-
delivery plan and
operating
environment for
strategic and

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tactical sourcing. In addition, it addresses the following areas in a comprehensive, yet easy to use and practical manner:
Integrates strategic and operational concepts and practices
Covers both clients and providers
Supports the practice of

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global sourcing by
leveraging and
integrating
professional rigor
for best practices
Provides practical
knowledge,
techniques,
checklists and
methodologies that
can be used in any
environment
globally Includes
many examples of

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emerging best
practices Is broad
and
comprehensive, yet
drills down to
specific 'how to'
details in all
chapters Provides a
global view of
sourcing It comes
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recommended.

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This work focuses on three distinct but related topics - international purchasing, global supply management, and global risk management - to provide readers with comprehensive coverage of every aspect of global

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Spend analysis is a key component of strategic supply management. This book provides in-depth guidance on what spend analysis really is, what it specifically involves, and how to use it to help

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empirically
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how successful
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manage interfaces
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marketing on a

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global basis, Best
emphasizing the
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them in the value
chain. For the
encompassing
nature of this
investigation, the
author calls this
interface issue
"global sourcing."
The major
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book is to

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investigate the
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performance of
various global
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employed by
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abstract: Es ist
nicht genug zu
wissen, man muss
es auch anwenden;
Es ist nicht genug
zu wollen, man
muss es auch tun."

Goethe

Globalisation of
markets progresses
rapidly and leads
to more
competition. In
times of Supply

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Management, Cost
Saving Measures
and Outsourcing
companies have to
reorient their
business planning.
New concepts are
necessary to reach
a cost efficient
production. In this
context,
globalisation must
not only be

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considered as
global selling of
own products. With
the same effort
global logistics and
procurement have
to be taken into
account to gain
global success.
Global Sourcing is
already known as
conscious
orientation of a
purchasing

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strategy. However, its implementation hasn't gone far yet. Increasing economical interweaving and better technological possibilities make Global Sourcing, even for middle-class companies more relevant than never before.

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Global Sourcing is more than just buying goods and services in foreign countries. In bounds of company philosophy, efficient strategies have to be developed to ensure international competitiveness. Extending of

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purchasing options, access to world-wide know-how or even increasing sales of own products are just some features of this concept.

Before integrating the Global Sourcing Concept in other company strategies a closer look is necessary. The

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focus of this term paper remains in showing Global Sourcing as a part of the reorientation of purchasing, determining its features and risks as well as indicating the strategy of Global Sourcing. For not going beyond the scope of this work,

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I will refrain from exact determination of every single sourcing strategy (Sourcing Toolbox). Even it's not its task to set exact guidelines, concerning

This book highlights the inducements,

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enterprises in the
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sourcing channel in
China. A taxonomy
of the sourcing
typologies is
proposed and a
normative model is
described choice.
The book examines
the paths leading
to an effective

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Purchasing Office
in China.

This practice guide on procurement strategy brings together methods and tools used by global purchasers across different industries. The authors lay major

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focus on the themes of global sourcing, risk management, and the dynamic topic of negotiation strategy. The authors present their perspectives on all important questions of strategic procurement such as: how to manage

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a heterogeneous
supplier structure
across different
branches and how
to deal with
partners from
diverse cultures?
How to solve
procurement crisis
and proactively
avoid them? How
does off-shore
team management
work and how to

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increase the value-add for both internal and external purchasing? These themes are discussed along with numerous practice-based cases. The authors lay an ideal ground for global purchasers to help with their strategic

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